

Message Text

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ORIGIN COME-00

INFO OCT-01 EA-07 ISO-00 EB-07 FEAEO-00 INT-05 OES-07
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EA/IMS:WSHEPHARD (SUBS)

EA/EP:DBOERIGTER

-----021326Z 092932 /46

R 021231Z MAY 77

FM SECSTATE WASHDC

TO AMEMBASSY KUALA LUMPUR

INFO AMEMBASSY TOKYO

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E.O. 11652: N/A

TAGS: BENC, MY, JA

SUBJECT: MAJOR PROJECT: BINTULU LNG

REF: KUALA LUMPUR 1891, 1644, A-001

1. WE HAVE HEARD THAT SHELL/MITSUBISHI/PETRONAS JOINT VENTURE AGREEMENT HAS BEEN REACHED. IF SO, WOULD APPRECIATE COMPLETE DETAILS ASAP.

2. WE ARE ESPECIALLY INTERESTED IN CONSULTING CONTRACT WHICH EMBASSY REPORTED WOULD BE AWARDED AS SOON AS JOINT VENTURE AGREEMENT WAS SIGNED. SEVERAL U.S. COMPANIES ARE INTERESTED IN CONSULTING, DESIGN

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AND CONSTRUCTION OPPORTUNITIES ON THIS PROJECT, INCLUDING PULLMAN-KELLOGG, STONE AND WEBSTER, FLUOR, BADGER, AND RESOURCE SCIENCES (WILLIAMS BROS. ENGINEERS AND AFFILIATES). HOWEVER, SUBSTANTIAL JAPANESE PRESENCE IN PROJECT MAY HAMPER EFFORTS OF U.S. FIRMS. UNCLEAR FROM REFS WHETHER JICA OR C. ITOH HAVE SOME RESPONSIBILITY ALREADY FOR STUDIES OR CONSULTING WORK

ON LNG PLANT AND RELATED GAS GATHERING SYSTEMS. WOULD APPRECIATE FURTHER CLARIFICATION ON JAPANESE INVOLVEMENT AND PROGRESS ON CHOOSING CONSULTANT.

4. ABOVE MENTIONED U.S. ENGINEERING FIRMS HAVE INDICATED THEY ARE SENDING REPRESENTATIVES TO MALAYSIA TO PURSUE THIS BUSINESS. PLEASE KEEP US POSTED ON EMBASSY VISITORS ON THIS PROJECT AS WELL AS ANY DEVELOPMENTS WHICH MIGHT BE OF INTEREST TO THESE FIRMS. RESOURCE SCIENCES ADVISES THAT WILSON GILLIAT, SR. VICE PRESIDENT, IS DUE IN KUALA LUMPUR IN ONE WEEK TO TEN DAYS, AND HE WILL STOP AT EMBASSY FOR BRIEFING TIME PERMITTING. PLEASE PROVIDE ASSISTANCE AS APPROPRIATE.

5. WE WOULD ALSO APPRECIATE FURTHER INFORMATION ON MARKETING ARRANGEMENTS. WHILE WE ASSUME MITSUBISHI WISHES TO SECURE LNG FOR JAPAN, WOULD BE INTERESTED IN SHELL'S AND PETRONA'S ATTITUDE TOWARD MORE DIVERSIFIED MARKETING ARRANGEMENTS. WE ARE AWARE THAT AT LEAST ONE U.S. UTILITY COMPANY MAINTAINS INTEREST IN BUYING MALAYSIAN LNG FOR U.S. WEST COAST MARKET. CHANCES OF CONCLUDING SUCH AN ARRANGEMENT WOULD PROBABLY BE GREATER IF SHELL AND PETRONAS RETAINED SOME MARKETING RESPONSIBILITY.

6. REQUEST EMBASSY REPORT ANY INFORMATION VIA CABLE, AS FEASIBLE, SINCE RECEIPT OF AIRGRAMS HAS BEEN VERY SLOW.

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Message Attributes

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